

Message Text

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AMEMBASSY BRUSSELS

UNCLAS ATHENS 0515

E.O. 11652: N/A

TAGS: BMEP, BEXP, GR

SUBJ: SPECIAL TRADE OPPORUTUNITY - LIGNITE EXCAVATING EQUIPMENT

REF ATHENS 400

1. GOG RECENTLY ANNOUNCED THAT TENDER INITIALLY HELD SEPTEMBER 1972 BY PTOLEMAIS LIGNITE MINING AND INDUSTRIAL COMPANY (LIPTOL) FOR SUPPLY OF SEVEN BUCKET-WHEEL EXCAVATORS AND FIVE STACKERS WILL BE REOPENED IN TWO TO THREE MONTHS. LIPTOL IS A CORPORATION OWNED BY QUASI-GOVERNMENTAL PUBLIC POWER CORPORATION (PPC), BUT SO FAR MANAGED INDEPENDENTLY. EQUIPMENT, ESTIMATED AT \$80 MILLION, IS INTENDED FOR LIPTOL'S OPEN-PIT LIGNITE MINING OPERATIONS AT KARDIA, PTOLEMAIS IN NORTHERN GREECE.

2. DECISION TO REOPEN TENDER COMBINED WITH REVERSAL OF GOG DECISION OF FEBRUARY 1974 WARDING TENDER TO KRUPP-SIEMENS (FRG) (NO CONTRACT WAS SIGNED). MASCHIENEN-EXPORT (GDR) HAD ALSO VIGOROUSLY PURSUED CONTRACT. ABOVE FIRMS ARE EXPECTED TO BE PRIME CONTENDERS IN REOPENED TENDER.

3. MOST PRESENT EQUIPMENT IN USE OF EUROPEAN ORIGIN; BUT U.S. MANUFACTURING FIRMS MAY BE ABLE TO MAKE ARRANGEMENTS WITH EUROPEAN AND LOCAL FIRMS FOR SUBMISSION JOINT PROPOSALS. IN VIEW OF GREECE'S TIGHT FOREIGN EXCHANGE POSITION, BID TERMS MAY STIPULATE THAT LARGE PORTION OF EQUIPMENT (POSSIBLY UP TO 50 PERCENT) BE FABRICATED LOCALLY. BIDS WITH SIGNIFICANT

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VALUE-ADDED CONTENT WOULD BE WELCOME IN ANY CASE.

4. WHEN BID IS ISSUED EMBASSY WILL SUBMIT TRADE OPPORTUNITY.
MEANTIME WOULD APPRECIATE DEPARTMENT'S ALERTING QUALIFIED
FIRMS WHICH MAY WISH INFORM EMBASSY OF THEIR INTEREST TO
PURSUE PROJECT, SO THAT APPROPRIATE ASSISTANCE MAY BE EXTENDED.
KUBISCH

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